

## Message Text

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ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

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R 110438Z FEB 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 8645

INFO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

C O N F I D E N T I A L KARACHI 0230

E.O. 11652: GDS

TAGS: BEXP, MASS, PK

SUBJECT: POSSIBLE AIRCRAFT MANUFACTURING OPPORTUNITY IN PAKISTAN

REF: ISLAMABAD 1117

FOR USDOC

1. REFTEL DESCRIBES POSSIBLE SALES OPPORTUNITY FOR LIGHT TRAINER AIRCRAFT BY CESSNA TO GOP IN CONJUNCTION WITH POSSIBLE MANUFACTURING PROGRAM FOR LIGHT AIRCRAFT IN PAKISTAN. REFTEL CONCLUDES BY SUGGESTING THAT IF CESSNA NOT INTERESTED IN THIS OPPORTUNITY, COMMERCE MAY WANT TO INFORM OTHER U.S. MANUFACTURERS.

2. MR. SCOTT MACLEOD, MANAGER, COMMERCIAL PROGRAMS FOR GRUMMAN AIRCRAFT VISITED KARACHI FEBRUARY 4 AND 5. MACLEOD, WHO IS STATIONED IN IRAN, WAS PRIMARILY INTERESTED IN IDENTIFYING AND APPOINTING LOCAL AGENTS FOR BROAD RANGE OF PRODUCTS MANUFACTURED BY GRUMMAN. HOWEVER, MACLEOD ALSO REPORTED THAT GRUMMAN HAS A DEFINITE INTEREST IN ESTABLISHING A MANUFACTURING FACILITY SOMEWHERE IN THE MIDDLE EAST TO PRODUCE SMALL, LIGHTWEIGHT TRAINER AIRCRAFT. THE MANUFACTURING FACILITY WOULD PRODUCE PLANES FOR EXPORT TO THE REGION AND POSSIBLY FOR THE REST OF THE WORLD. IF THE PROJECT WERE SUCCESSFUL, SAID MACLEOD, GRUMMAN MAY BE INTERESTED IN SUBSEQUENTLY EXPANDING THE PRODUCT LINE TO INCLUDE OTHER AIRCRAFT IN THE GRUMMAN FLEET.

3. COMMENT: MACLEOD EMPHASIZED THAT HIS INVESTIGATIONS WERE VERY CONFIDENTIAL

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PRELIMINARY AND THAT HE WAS VISITING OTHER COUNTRIES IN THE AREA

TO EVALUATE MANUFACTURING CAPABILITIES. NONETHELESS, HIS INTEREST WAS SUFFICIENT TO WARRANT A VISIT TO PAK ENTITY WHICH MIGHT BE WILLING TO ENTER INTO A JOINT VENTURE WITH GRUMMAN FOR AIRCRAFT MANUFACTURE. MACLEOD REPORTED THAT AN EXECUTIVE OF THIS ORGANIZATION, THE PUBLIC SECTOR FEDERAL LIGHT ENGINEERING CORP. (UNDER BOARD OF INDUSTRIAL MANAGEMENT) WAS INTERESTED IN THE POSSIBILITY AND PROMISED TO CONTACT THE DEFENSE PRODUCTION BOARD IN ISLAMABAD TO DETERMINE IF THERE WAS INTEREST IN THE DEFENSE SECTOR IN SUCH A PROJECT. CONGEN OFFICER REFRAINED FROM DIVULGING DETAILS OF INFORMATION CONTAINED IN PREVIOUS REPORTING THIS SUBJECT SINCE WE NOT SURE IF CESSNA ALREADY INTERESTED IN THIS PROSPECT.

4. ACTION REQUESTED: IF USDOC DETERMINES CESSNA NOT INTERESTED IN POSSIBLE MANUFACTURING VENTURE DESCRIBED REFTTEL, WE SUGGEST INFORMATION CONTAINED THEREIN, AS WELL AS OTHER BACKGROUND

INFORMATION, BE PROVIDED GRUMMAN AIRCRAFT IMMEDIATELY, OWING THEIR EXPRESSED INTEREST IN SUCH A PROJECT.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INDUSTRIAL DEVELOPMENT, COMMERCIAL AIRCRAFT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 FEB 1975  
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